44 439 177 down the packages in which goods arrive, selling bundles of matches tied together or coca-cola bottles filled with kerosene, from their tables in the market-place.

[244] [237] [Ex1] The export goods of the Geidam area are groundnuts, cowhides, sheep and goat skins and gum arabic. The same European trading companies that import the various sorts of goods mentioned above also handle the exports of the region, and the same network of Kanuri and Hausa tradesmen is involved in the collection and sale of peanuts and hides and skins to the trading companies, save that some tradesmen specialize entirely in dealing in hides and skins, while others deal only in groundnuts. 44 439 452 244 Many of the important canteen owners also buy groundnuts as agents of the particular company from which they buy cloth, once the harvest season begins. This trade,too, involves the use of large amounts of credit which the trading company extends to its list of reliable and wealthy Kanuri traders (balɔsma) who have been dealing with the same company for many seasons. Long before the groundnuts are harvested, the agents of a Kanuri trader, trusted members of his household and relatives, go out into the countryside giving cash to the farmers who thus pledge their entire crop to a particular trader. When the crop is harvested, most of it goes directly to Kanuri middlemen who have distributed the cash advanced to them by the European trading companies, and through them the groundnuts come into [418] the hands of the trading companies. Eventually the entire groundnut crop of Northern Nigeria is sold to the Groundnut

[GEIDAM]

Marketing Board for whom the trading companies act as agents. The Kanuri trader who brings in a large share of the groundnut crop in the Geidam area to the particular trading company which has extended credit to him receives a commission and is assured that he will again receive credit from that company in the coming year. If he has succeeded in bringing in large amounts of groundnuts, he will receive more money to work with in the coming year. If he has not done well, or if the money advanced to him has been squandered by his "people" (usually the members of his household), then his credit will suffer and may even be entirely eliminated. Should that happen, his entire household would suffer.

Hides and skins and gum arabic are bought by Kanuri traders and sold to the trading companies in the same manner, except that there is no government Marketing Board dealing in these commodities so that the trading companies are not protected against a drop in the market price. Kanuri traders dealing in hides and skins work with a single company and are advanced cash by that company for purchases. Through their "men", who buy hides directly at the slaughtering area, these wealthy traders deliver the hides and skins to the trading company. Gum arabic is of lesser importance, and not all the European companies deal in it. If the world market price is high, they will make greater efforts to obtain a large portion of the crop.

This is the trade network through which the Kanuri economy articulates with the world economy, and in particular with the